

Message Text

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13

ACTION ARA-20

INFO OCT-01 ISO-00 AGR-20 AID-20 CIAE-00 COME-00 EB-11

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FM AMEMBASSY BUENOS AIRES

TO AMCONSUL RIO DE JANEIRO

INFO AMCONSUL SAO PAULO

SECSTATE WASHDC 6187

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PASS NEW DELMAN

E.O. 11652: N/A

TAGS: PFOR, XM, ETRD, OVIP (EBERLE)

SUBJ: NEW DELMAN MEETING WITH US BUSINESSMEN IN ARGENTINA

FOLLOWING ARE THE PRINCIPAL POINTS AND QUESTIONS RAISED
BY US BUSINESSMEN DURING THE DISCUSSION WHICH FOLLOWED
MR NEW DELMAN'S PRESENTATION IN BUENOS AIRES ON 23 APR:

1. ONE AMERICAN SUGGESTED THAT CONVERGENCE OF US-ARGENTINE
POLICY AND INTERESTS REGARDING THE EEC'S COMMON AGRICULTURAL
POLICY, SPECIFICALLY THE VARIABLE DUTIES WHICH HAVE DRASTICALLY
REDUCED ARGENTINE BEEF EXPORTS TO THE EEC SINCE THE BEGINNING
OF 1974, SHOULD BE FULLY EXPLOITED. HE SAID THAT CONVERGENCE
WILL NOT ONLY BE OF OBVIOUS USEFULNESS TO US MTN TEAM,
BUT SHOULD ALSO BE PUBLICIZED IN ARGENTINA IN ORDER TO
PROMOTE A BETTER PUBLIC IMAGE FOR US TRADE POLICY IN ARGENTINA.

2. ANOTHER SUGGESTED THAT IT WOULD HAVE BEEN USEFUL FOR
AMB EBERLE OR MR NEW DELMAN TO HAVE MET WITH THEM BEFORE THE
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INITIATION OF CONVERSATIONS WITH GOA OFFICIALS SO THAT THE

AMB AND HIS TEAM COULD HAVE HAD A BETTER APPRECIATION OF THE LOCAL SITUATION AND THE PROBLEMS FACED BY US FIRMS IN ARGENTINA. THIS OF COURSE WAS DONE BY EMBASSY BEFORE THE MEETING.

3. ARGENTINAS'S LONGSTANDING CONCERN OVER ITS UNFAVORABLE BALANCE OF TRADE WITH THE US WAS RAISED DURING THE DISCUSSION. ONE BUSINESSMAN SAID THAT THE USG WOULD HAVE TO TAKE CONCRETE STEPS TO "CORRECT" THE UNFAVORABLE BALANCE AS A QUID PRO QUO FOR ACTIVE ARGENTINE SUPPORT OF US MTN INITIATIVES.

4. ONE BUSINESSMAN AND A REPRESENTATIVE OF THE AMERICAN CHAMBER OF COMMERCE IN ARGENTINA SAID THAT MULTINATIONAL FIRMS IN ARGENTINA, ESPECIALLY THE LOCAL SUBSIDIARIES OF US COMPANIES, WERE DISCRIMINATED AGAINST BY THE GOA. ACCORDING TO THIS SOURCE, DISCRIMINATION IS MOST OFTEN IMPLEMENTED BY TAXATION AND THE FAILURE OR DELAY IN AUTHORIZING NEEDED PRICE INCREASES. IN THIS REGARD, HE SAID THAT ANYTHING THE USG CAN DO TO ASSIST LEGITIMATE ARGENTINE ASPIRATION (E.G., CREATION OF AN EFFECTIVE GENERALIZED PREFERENCE SYSTEM, IDENTIFICATION OF AND BILATERAL COOPERATION ON SUBJECTS SUCH AS EEC'S CAP IN WHICH BOTH COUNTRIES HAVE COMMON INTERESTS, ETC.) WILL HELP TO IMPROVE THE LOCAL CLIMATE FOR US BUSINESS. THE GENERAL OPINION WAS THAT THE MEETING WAS USEFUL. DECON 23 APR 75.
HILL

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